

Acquisition Reform Success Story



TARS

Development Systems Manager (PM): Lt Col Bill Maxwell
System Program Director (SPD): Col Craig Cooning
Designated Acquisition Commander: Lt Gen Ken Eickmann
Contractor: Lockheed Martin Tactical Systems
Contractor PM: Mr Mike Wallace
Success Story POC: Ms Debra Bentley, ASC/AZ, DSN 785-6266

Program Description

- The Theater Airborne Reconnaissance System (TARS) is a new program to procure tactical reconnaissance pods and ground stations for Air National Guard F-16 squadrons.
- TARS is a high visibility program tied to a very aggressive delivery schedule. FY97 IOC was dictated by the warfighter. The CSAF wanted long term system to replace retiring RF-4s.
- A concurrent development/production program was essential. TARS is capped at \$50M.

How Streamlining Made a Difference

- **Requirements Development.** Warfighter requirements were captured early. ASC sponsored roundtables to finalize requirements and develop options. Draft ORD was signed in under 100 days (four months before RFP release) providing ASC needed leverage to ensure RFP tracked to warfighter requirements.
- **Early Industry Involvement.** Draft RFP with TARS Industry Day and Pre-Solicitation Meeting was utilized to solicit industry feedback on AF requirements. Electronic Bulletin Board also used.
- **Teaming.** Small evaluation team consisting of 15 functional experts was formed.
- **Simplified Source Selection.** Concise evaluation criteria were established. Only three areas were evaluated. Within one area (technical), only three factors were evaluated.
- **Aggressiveness.** The TARS source selection was done in 94 days without the benefit of a final ORD, formal direction, or budget authority--the warfighter's overwhelming need took precedence over "normal" procedures. Close ties were maintained with warfighter and Air Staff to avoid disconnects.

Measure	Goal	Actual
Minimize RFP Size (Pages)	150	93
Source Selection Timeline (Days)	160	94
Business Clearance (Days)	7	1